

Message Text

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ACTION EUR-12

INFO OCT-01 ISO-00 CIAE-00 DODE-00 PM-05 H-01 INR-07
L-03 NSAE-00 NSC-05 PA-01 PRS-01 SP-02 SS-15
USIA-06 DHA-02 CU-02 ACDA-07 TRSE-00 IO-13 COME-00
/083 W

-----040989 020922Z /13

P R 020639Z AUG 77
FM AMEMBASSY BUCHAREST
TO SECSTATE WASHDC PRIORITY 4716
INFO AMEMBASSY BELGRADE
AMEMBASSY BERLIN
AMEMBASSY BUDAPEST
AMEMBASSY MOSCOW
AMEMBASSY PRAGUE
AMEMBASSY SOFIA
AMEMBASSY WARSAW
USMISSION BERLIN UNN
USMISSION NATO

C O N F I D E N T I A L SECTION 1 OF 2 BUCHAREST 5715

E.O. 11652: GDS
TAGS/ CSCE, PFOR, RO
SUBJECT: CSCE DEMARCHES

REF: STATE 166224

1. WE HAVE NOTED WITH GREAT INTEREST THE CONSTRUCTIVE ROLE
GOR IS PLAYING SO FAR AT BELGRADE PREPARATORY CONFERENCE,
IN MARKED CONTRAST TO ANY OF ITS WARSAW PACT ALLIES (CF BELGRADE
4974 AND 5172). CONSEQUENTLY, WE BELIEVE THAT ANY DEMARCHES
ON CSCE TOPICS SHOULD BEGIN BY STATING OUR RECOGNITION OF
GREAT INTEREST AND HARD WORK GOR HAS DEVOTED TO MAKING "THE
HELSINKI PROCESS" WORK AND TO LEAD TO CONCRETE RESULTS. IN
THAT SPIRIT, WE CAN THEN PROCEED TO OUTLINE ITEMS WHERE
WE BELIEVE ROMANIAN PROGRESS COULD BE BETTER AND FASTER.

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2. AS LIPATTI'S MAY 31-JUNE 1 CONSULTATIONS IN WASHINGTON
(STATE 141752) AGAIN DEMONSTRATE, GOR IS DEEPLY INTERESTED
IN BASKET I ITEMS AND WILL PROBABLY PROPOSE SOME NEW
INITIATIVES IN THIS AREA. SOME OF THESE PROPOSALS MAY BE AT
SHARP VARIANCE WITH OUR POLICY, SINCE ROMANIA HAS MADE IT
CLEAR THAT IT WISHES TO MOVE FARTHER AND FASTER IN THE

CBM/MILITARY DISENGAGEMENT/DISARMAMENT AREA THAN PERHAPS ANY OTHER CSCE PARTICIPANT. CONSEQUENTLY, WE ARE AT A LOSS HERE ON WHAT WE CAN PROPOSE TO THE ROMANIANS IN THIS AREA, OTHER THAN TO ASK FOR SOME SPECIFICS OF THEIR IDEAS AND SUGGEST WE WOULD FIND IT USEFUL TO TALK FURTHER BEFORE FALL.

3. GOR PERFORMANCE ON BASKET III ITEMS REMAINS UNSATISFACTORY IN A NUMBER OF AREAS ALTHOUGH EMIGRATION TO U.S. CONTINUES SATISFACTORY. AS AMBASSADOR STRESSED DURING RECENT WASHINGTON CONSULTATIONS, ROMANIAN CIRCUITS ON EMIGRATION ASPECTS OF THIS TOPIC ARE WELL LOADED AT PRESENT, ESPECIALLY GIVEN GAPS ON STATISTICS REGARDING REMAINING POTENTIAL JEWISH EMIGRATION. QUESTIONS OF FAMILY REUNIFICATION, MARRIAGE CASES, AND JEWISH EMIGRATION WAS REVIEWED BY AMBASSADOR IN PAST CONSULTATION DISCUSSIONS AND OF COURSE WILL BE AGAIN BEFORE END OF YEAR IN MFN CONTEXT AS GOR IS WELL AWARE. OF REMAINING TOPICS UNDER RUBRIC OF FREEDOM OF INFORMATION, ONLY AVAILABILITY OF WESTERN PUBLICATIONS, SEEMS USEFUL AREA FOR FOLLOW-UP CONVERSATION NOW. IN ANY DEMARCHE, WE WOULD OF COURSE INCLUDE BASKET III.

4. MOST FRUITFUL AREA AT THIS POINT IS BASKET II.
WE FEEL IT WOULD BE APPROPRIATE TO MAKE DEMARCHE NOW ON FOLLOWING ISSUES:
THE PARTICIPATING STATE ... WILL PROMOTE THE PUBLICATION
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AND DISSEMINATION AT REGULAR INTERVALS AND AS QUICKLY AS POSSIBLE, IN PARTICULAR:
--STATISTICS CONCERNING PRODUCTION, NATIONAL INCOME, BUDGET, CONSUMPTION AND PRODUCTIVITY;
--FOREIGN TRADE STATISTICS DRAWN UP ON THE BASIS OF COMPARABLE CLASSIFICATION INCLUDING BREAKDOWN BY PRODUCT WITH INDICATION OF VOLUME AND VALUE AS WELL AS COUNTRY OF ORIGIN OR DESTINATION.

TALKING POINTS:

- A) THE 1976 STATISTICAL ANNUAL COVERING 1975 WAS PUBLISHED IN NOVEMBER 1976, ONE MONTH LATER THAN THE 1975 EDITION;
- B) WE ARE NOW IN AUGUST 1977 AND THERE IS NO INDICATION AS TO WHEN THE 1977 EDITION WILL BE PUBLISHED;
- C) THE LAST ANNUAL FOREIGN TRADE STATISTICAL PUBLICATION APPEARED IN 1974 (FOR 1973). SUBSEQUENTLY, ONLY LIMITED FOREIGN TRADE DATA HAS BEEN INCLUDED IN THE STATISTICAL ANNUAL.
- D) ROMANIA DOES NOT ISSUE ANY MONTHLY, QUARTERLY OR SEMI-QUARTERLY STATISTICAL PUBLICATIONS;
- E) A MID-JUNE REQUEST BY EMBOFFS FOR AN APPOINTMENT WITH

THE DIRECTOR GENERAL OF THE STATISTICS BUREAU TO DISCUSS
THE PUBLICATION OF THE 1977 STATISTICAL ANNUAL AND THE
FOREIGN TRADE ANNUAL HAS GONE UNANSWERED DESPITE REPEATED
FOLLOW-UPS.

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C O N F I D E N T I A L SECTION 2 OF 2 BUCHAREST 5715

II. THE PARTICIPATING STATES...WILL ENCOURAGE
ORGANIZATIONS, ENTERPRISES AND FIRMS CONCERNED WITH
FOREIGN TRADE TO TAKE MEASURES TO ACCELERATE THE
CONDUCT OF BUSINESS NEGOTIATIONS.

TALKING POINTS:

- A) AS ROMANIAN ENTERPRISES ONLY INFREQUENTLY GIVE
INTERIM REPORTS ON THE STATUS OF A BUSINESS PROPOSAL,
MANY U.S. FIRMS ARE LEFT IN AN UNCERTAIN POSITION AS TO
WHAT ACTION IF ANY IS BEING TAKEN ON THEIR PROPOSALS.
- B) ROMANIAN ENTERPRISES PROVIDE SCANT INFORMATION ON
WHEN ITEMS OR PROJECTS UNDER NEGOTIATION ARE TO BE
CONCLUDED.
- C) ROMANIAN ENTERPRISES OFTEN CHANGE THE SCOPE OF A
PROJECT UNDER NEGOTIATION AFTER U.S. FIRMS HAVE SUBMITTED
DETAILED BIDS.

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D) THE ABOVE PROCTICES ADD COSTS TO THE PROJECTS AND AGGRAVATE FIRMS.

III. THE PARTICIPATING STATES...WILL FURTHER TAKE MEASURES AIMED AT IMPROVING WORKING CONDITIONS OF REPRESENTATIVES OF FOREIGN ORGANIZATIONS, ENTERPRISES, FIRMS AND BANKS CONCERNED WITH EXTERNAL TRADE...

TALKING POINTS:

A) THE ISSUANCE OF THE IMPRECISELY WRITTEN DECREE 81 CAUSED CONSIDERABLE CONFUSION IN BUSINESS CIRCLES AS TO THE EFFECTS OF ITS IMPACT ON THE OPERATION OF FOREIGN FIRMS.

SUBSEQUENT CLARIFICATION BY ROMANIAN GOVERNMENT OFFICIALS WAS WELCOMED BUT TARDY.

B) WE APPLAUD THE ANNOUNCED PLANS FOR A WORLD TRADE CENTER COMPLEX IN BUCHAREST. HOWEVER, THE COERCIVE NATURE OF THE CONDITIONS FOR PERSPECTIVE TENANTS, INCLUDING A REQUIREMENT (SUBSEQUENTLY WITHDRAWN) THAT FIVE YEARS' RENT BE PAID IN ADVANCE IS COUNTERPRODUCTIVE.

C) THE ABOVE ITEMS ARE JUST TWO OF THE MOST RECENT EXAMPLES OF ROMANIAN GOVERNMENT INITIATIVES WHICH WERE ILL-CONCEIVED AND THAT ONLY AFTER WIDESPREAD OPPOSITION TO THEM WERE SHOWN WERE THEY WITHDRAWN OR REDEFINED. THESE ACTIONS RATHER THAN PROVIDING THE TYPE OF INCENTIVES NEEDED TO ATTRACT MORE FOREIGN REPRESENTATIVES DISCOURAGES INTERESTED FIRMS FROM PURSUING PLANS TO OPEN REPRESENTATIVE OFFICES IN BUCHAREST.

5. WE APPRECIATE WASHINGTON'S RECOGNITION OF NEED FOR CONSIDERABLE FLEXIBILITY ON HOW WE RAISE WHICH TOPICS WITH WHICH OFFICIAL ON WHICH OCCASION IN ORDER TO BEST ADJUST OUR APPROACH TO ROMANIAN REALITIES AND TO ACHIEVE MAXIMUM IMPACT. AMBASSADOR WILL BE HAVING A NUMBER OF HIGH-LEVEL CONVERSATIONS STEMMING FROM WASHINGTON CONSULTATIONS, AND WE SHOULD AVOID A RIGID FORMAT AND TAILOR
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OUR APPROACH AS CIRCUMSTANCES DICTATE.
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Message Attributes

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Disposition Approved on Date:
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Disposition Comment: 25 YEAR REVIEW
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